

Please join us for an informative look at



Australia



including a wine tasting featuring Trentham Estate Wines, New South Wales, Australia

In 2005, Australia was the 10th largest market for Missouri export goods and the 7th largest market for Kansas export goods. Total exports from Missouri to Australia in 2005 were valued at \$223 million, while Kansas exported \$192 million. Missouri's highest percentage of exports in 2005 to Australia included chemical manufactures, machinery manufactures and transportation equipment, while Kansas's exports included transportation equipment, machinery manufactures and computers and electronic products.

In January 2005 the United States and Australia concluded a comprehensive free trade agreement that eliminates 99% of Australia's manufacturing tariffs giving Missouri and Kansas an average 5% price advantage over international competitors in the local market, grants tariff-free access to Australia's agricultural market, enhances preferential access to service exporters, and removes foreign investment screening for a range of activities including establishing all new businesses in Australia.

The Australian Trade Commission (Austrade) is the Australian Government agency that helps companies in international business for their products and services by reducing the time, cost and risk involved in selecting, entering and developing international markets. Its mission is to contribute to community wealth by helping more Australians succeed in export and international business. Austrade offers practical advice, market intelligence and ongoing support (including financial) to Australian businesses looking to develop international markets. Austrade also provides advice and guidance on overseas investment and joint venture opportunities, and helps put Australian businesses in contact with potential overseas investors.

UDate, Time and Place:

When: Monday, June 12, 2006
1:00 – 5:00 PM (Registration will begin at 12:30 PM)

Where: RSM McGladrey Inc.
4801 Main Street, Suite 400
Kansas City, Missouri

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Additional Thanks to our Promotional Partners:

- Australian Trade Commission
- City of Kansas City, Missouri International Affairs and Trade Office
- Kansas City SmartPort
- Kansas World Trade Center
- KU CIBER
- World Trade Center – Greater Kansas City Chamber of Commerce
- Sister City Association of Kansas City Inc.
- State of Missouri Department of Economic Development
- U.S. Commercial Service – Kansas City, U.S. Department of Commerce



Doing Business with Australia

June 12, 2006

1:00 – 5:00 PM

RSM McGladrey
4801 Main Street, Suite 400
Kansas City, Missouri

Agenda

12:30 – 1:00 **Registration**

1:00 – 1:10 **Welcome and Overview of Australia**
Randall Tosh, District Manager – Kansas City
Australian Trade Commission

1:10 – 1:45 **The Australia – United States Free Trade Agreement:
Opportunities on Both Sides of the Pacific**
Ian Smith, Trade Commissioner – Chicago and the Midwest
& United States Agribusiness Team Leader
Australian Trade Commission

1:45 – 2:15 **Investment Opportunities Down Under**
Alan Caplan, Investment Development Director
North America
Invest Australia – San Francisco

2:15 – 2:30 **Break**

2:30 – 3:30 **Panel: Kansas City Companies Doing Business
with Australia**

Mark Baczynski, Director of Business Development
Manildra Milling Corporation
David Freyder and Jim Kelleher
G'Day Imports

3:30 – 3:50 **Heard on the Grapevine – The Success of Australian
Wines in the United States**
Jeffrey Rohde, *Trentham Estate Wines*
New South Wales, Australia

3:50 – 4:00 **Wrap Up Discussion and Questions**

4:00 – 5:00 **Australian Wine Tasting**
Hosted by RSM McGladrey and *Trentham Estate Wines*
Awarding of Door Prize
Award Courtesy of *Australian Trade Commission* and
Kangaroo Crossing



Australian Government

Australian Trade Commission



Australian Government

Invest Australia



RSM McGladrey

TRENTHAM
ESTATE



World Trade Series 2006 Doing Business With Australia Registration Form

Cost:

ITC Members: \$70

Non-Members: \$85

Students: \$40

Refreshments will be provided.

Program Location:

RSM McGladrey Inc
4801 Main St, Suite 400
Kansas City, Missouri 64112

Questions?

Please call the ITC Office at (816) 285-9040 or e-mail at info@itckc.org. Our offices hours are 9-1, Monday – Friday.

Please Note:

To ensure adequate seating and provisions, individuals paying at the door should notify ITC of attendance via e-mail or telephone.

If paying by check, in case of postal delays, please notify your attendance via telephone or e-mail.

If paying by credit card, please ensure all necessary information is completed. If paying at the door please bring completed form to the program.

The ITC appreciates your assistance with these matters.

Special Note:

For your own security, please do not e-mail credit card information. Please deliver credit card information via fax, mail or at the door.

Confirmation will be sent out with directions prior to the program.

Substitutions are acceptable after the 48 hour notice for cancellations. No shows will be invoiced.

REGISTRATION DEADLINE:

Wednesday , June 7, 2006

(3 business days prior to program)

48 Hour Notice for Cancellations

Send checks and registration to:

International Trade Council
3013 Main Street
Kansas City Missouri 64108

Fax completed registration to:

(816) 285-9001

Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Registrant Information

E-mails required for confirmation and directions

Name _____

E-mail _____

Name _____

E-mail _____

Name _____

E-mail _____

Total amount: \$ _____

Please make checks payable to: International Trade Council

Credit Card Information (Please indicate one)



Card Holder's Name _____

Card Number _____

Security Code _____

(3 digit code for Visa & MC; 4 digit for AMEX)

Expiration Date _____

Billing Address w/ Zip Code (if different than above) _____

Thank you for your interest and support of the ITC programs.